

## Message Text

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FM SECSTATE WASHDC

TO USDEL MTN GENEVA PRIORITY

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E.O. 11652:N/A

TAGS:ETRD, MTN

SUBJECT: TROPICAL PRODUCT CONSULTATIONS

1. SUMMARY--TROPICAL PRODUCT TASK FORCE MET OCTOBER 31 TO REVIEW LAST WEEK'S MEETING OF GROUP "TROPICAL PRODUCTS," TO DECIDE UPON FORMAT OF ADDITIONAL COMPUTER RUNS AND TO BEGIN PREPARATIONS FOR NOVEMBER BILATERAL CONSULTATIONS. GROUP AGREED ON TENTATIVE SCHEDULE OF WASHINGTON PREPARATORY WORK TO ALLOW COMMENCEMENT OF BILATERAL CONSULTATION PHASE TO BEGIN NOVEMBER 24. ACTION REQUESTED: MTN DEL VIEWS ON THE ACCEPTABILITY OF COMMENCING BILATERALS WEEK OF NOVEMBER 24 AS OPPOSED TO NOVEMBER 17, GENEVA DECISIONS ON NUMBER AND DATES FOR COUNTRY CONSULTATIONS, GENEVA SUGGESTIONS ON HOW SPECIFIC WE SHOULD BE ON RECIPROCITY IN THIS PHASE AND ANY OTHER GENEVA INPUT ON FOLLOWING MEETING REPORT ARE ALL MOST WELCOME.

2. WASHINGTON BASED PARTICIPANTS AT GROUP TROPICAL PRODUCTS MEETING OCTOBER 20-22 DESCRIBED SUCCESSFUL OUTCOME. DELE-  
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GATION WAS ABLE TO ACHIEVE OBJECTIVES LAID OUT IN POSITION

PAPER WHILE AVOIDING CONFRONTATION AND MAINTAINING MOMENTUM. ACCEPTANCE OF MARCH 1 AS DATE FOR TABLING OFFERS WILL ALLOW US TO COME UP WITH SCHEDULE, CONSISTENT WITH OUR DOMESTIC

PROCEDURE, FOR MEETING DEADLINE. WHILE AGREEING THAT PREPARATIONS FOR NOVEMBER BILATERAL PHASE SHOULD RECEIVE ATTENTION NOW, TASK FORCE NOTED THAT MUCH WORK HAD TO BE DONE IN OTHER AREAS TO PREPARE FOR FEBRUARY MEETING AND FOR TABLING OFFERS MARCH 1. FOR EXAMPLE, PROCEDURES FOR DEALING WITH PRINCIPAL, SUBSTANTIAL, MINOR, AND POTENTIAL SUPPLIERS, AS WELL AS FOR RECIPROCITY MIGHT HAVE TO BE WORKED OUT IN THE TPSC IN CONJUNCTION WITH THE TARIFF TASK FORCE (STATE AGREED TO DRAFT PRELIMINARY PAPER ON THIS SUBJECT).

3. GROUP AGREED THAT INITIAL UNIVERSE WOULD BE ALL ITEMS ON REQUEST LISTS WHERE LDCS ACCOUNT FOR MORE THAN 60 OF TOTAL TRADE (EXCEPT FOOTWEAR) PLUS ITEMS SUGGESTED BY LANCE GRAEF WHERE SPECIFIC CHARACTERISTICS MIGHT MAKE THEM ACCEPTABLE AS PART OF THIS EXERCISE. COUNTRY REQUEST LISTS WILL BE RUN AGAINST THIS UNIVERSE AND AGAINST ITEMS LIKELY TO BE ON THE GSP LIST. ALSO ANY ITEM IN UNIVERSE WHERE COUNTRIES HAVE TRADE WILL SHOW UP WHETHER OR NOT REQUESTED. FINALLY, THE BASIC COMPUTER RUN WILL BE RERUN TO SHOW RECENT CHANGES AND TO DROP OUT PRODUCTS NOT IN THE UNIVERSE. A TECHNICAL MEETING WILL BE HELD NOVEMBER 4 TO DECIDE SPECIFICS FOR COMPUTER ANALYSIS WITH RESULTS HOPEFULLY AVAILABLE FOLLOWING WEEK.

4. COMMERCE DEPARTMENT WILL PREPARE DRAFT PAPER FOR NOVEMBER 7 TASK FORCE MEETING. PAPER WILL REFLECT GENERAL CONSENSUS OF WORKING LEVEL THAT (A) MFN CUTS BE FOCUSED UPON; (B) SIZE OF U.S. OFFER WILL DEPEND ON AMOUNT OF RECIPROCITY FROM KEY COUNTRIES; (C) PRELIMINARY SUBSTANTIVE REACTIONS MIGHT BE FOCUSED ON WHICH PRODUCTS IN UNIVERSE ARE POSSIBILITIES AND WHICH ARE NOT POSSIBILITIES FOR EXERCISE; AND (D) RECIPROCITY WILL BE RAISED WITH SOME POSSIBILITY OF OFFERING SPECIFIC EXAMPLES OF LDCS' CONTRIBUTIONS. IF COMPUTER RUN IS AVAILABLE ON TIMELY BASIS, IT WILL BE USED AS BASIS FOR REFINING THIS GENERAL APPROACH FOR THE COUNTRY BILATERALS. CERTAIN AGENCY REPRESENTATIVE OFFICIAL USE

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REPRESENTATIVES EMPHASIZED THAT THESE ARE PERSONAL VIEWS AND THEY WOULD HAVE TO BE CHECKED WITH SENIOR OFFICIALS. THESE OFFICIALS WILL FOCUS ON THE PAPERS AFTER THEY ARE DRAFTED.

5. THERE WAS CONCERN EXPRESSED LEST THE U.S. BE ISOLATED FROM OTHER DEVELOPED COUNTRIES IN PUSHING MFN-RECIPROCAL APPROACH. ON THE OTHER HAND, IT WAS EMPHASIZED THAT AS

THE SIZE OF OUR OFFER LIST WILL BE DETERMINED IN PART BY RECIPROCITY, OUR GSP MAY BE MORE GENEROUS IN THIS AREA THAN THAT OF OTHER COUNTRIES AND AT LEAST ONE DEVELOPING COUNTRY (BRAZIL) WILL ONLY RELUCTANTLY FOLLOW PROPOSED

EC APPROACH; OTHER DCS ATTITUDES ARE IMPORTANT BUT ARE NOT DETERMINING. MTN DELEGATION'S APPRAISAL OF OTHER COUNTRY'S APPROACHES AND LDC RECEPTIVITY TO THEM WOULD BE APPRECIATED.

6. TENTATIVE SCENARIO FOR INTENSIVE WASHINGTON WORK IN PREPARATION FOR BILATERAL PHASE FOLLOWS:

(A) NOVEMBER 4 - TECHNICAL MEETING TO AGREE ON FORMAT FOR COMPUTER RUN.

(B) NOVEMBER 7 - CONSIDERATION OF COMMERCE'S PAPER ON NEGOTIATING SCENARIO BY TASK FORCE.

(C) NOVEMBER 10-14 - BASED ON DRAFT POSITION PAPER, DATA ON COMPUTER RUN WHEN AVAILABLE, AND GENEVA APPRAISAL OF KEY COUNTRIES, PREPARE SPECIFIC COUNTRY MATERIAL.

(D) NOVEMBER 14 - TASK FORCE MEETING ON POSITION PAPER FOR TPSC.

(E) NOVEMBER 17-18 - FULL STR REVIEW.

(F) NOVEMBER 17-19 - TPSC REVIEW OF POSITION PAPER.

(G) NOVEMBER 21 - TPRG REVIEW OF TPSC DECISIONS IF REQUIRED.

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SIMULTANEOUS WITH GENERAL REVIEWS, COUNTRY PAPERS WILL BE PREPARED FOR FOLLOWING WEEK'S GENEVA CONSULTATIONS.

7. ONCE INITIAL UNIVERSE IS DEFINED ON COMPUTER RUN, THERE WILL BE A TPSC MEETING TO IDENTIFY ANY PRODUCT IN THIS GROUP WHICH MAY BE WITHHELD FROM STATUTORY CUTS IN NEGOTIATIONS DUE TO IMPORT SENSITIVITY.

8. WASHINGTON'S BACKUP GROUP SUGGESTS WEEK OF NOVEMBER 24 FOR BILATERAL CONSULTATIONS AS OPPOSED TO NOVEMBER 17. THIS WILL ALLOW A FOUR WEEK PERIOD BETWEEN CONCLUSION OF TROPICAL PRODUCT MEETING AND BEGINNING OF BILATERAL CONSULTATION PHASE. THIS SHOULD JUST BE ADEQUATE TO ALLOW TIME FOR

(A) FULL CONSIDERATION BY APPROPRIATE LEVELS OF IMPLICATIONS OF THE APPROACH WE PROPOSE TO FOLLOW IN BILATERAL PHASE.

(B) EXCHANGE OF VIEWS WITH MTN DEL FOR FORMULATING GENERAL COUNTRY POSITIONS.

(C) PUBLICATION, DISTRIBUTION AND ANALYSIS OF GSP PRODUCT LIST.

(D) PRODUCTION AND ANALYSIS OF COMPUTER RUN.

WE BELIEVE NOVEMBER 24 WOULD ALLOW SUFFICIENT TIME FOR CONSULTATION WITH KEY COUNTRIES BEFORE TNC. ALSO, IF THERE IS LDC IMPATIENCE, WE COULD AGREE TO DEFINITIVE SCHEDULING OF COUNTRY BILATERALS BEGINNING ON OR AFTER NOVEMBER 24. KISSINGER

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